

Message Text

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E.O. 11652: XGDS 2 AND 3

TAGS: TSPA, ACOM, PFOR, RO

SUBJECT: VIP TELECOMMUNICATIONS EQUIPMENT

REF:BUCHAREST 4808

1. THE FOLLOWING IS COLLINS' REPLY TO QUESTIONS REFTEL.

"COMMENTS OF 9 JULY 1976 PROPOSAL ARE APPRECIATED. COMPANY HAS INVESTIGATED PURCHASE OF BOTH A NEW PRODUCTION 707-320C FROM BOEING AND LOW TIME PREVIOUSLY DELIVERED 707-320C. COMPANY IS PREPARED TO QUOTE BOTH ALTERNATIVES AND WILL BRING DETAILED TECHNICAL DESCRIPTIONS, PRICE AND DELIVERY QUOTATIONS ON 5 SEPTEMBER 1976 VISIT. THERE ARE COST AND SCHEDULE TRADE-OFFS BETWEEN THE TWO AIRCRAFT TO BE CONSIDERED WHICH COMPANY REPRESENTATIVES WILL PRESENT.

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"BRIEFLY THESE TRADE-OFFS ARE:

A NEW PRODUCTION 707-320C AIRCRAFT PURCHASED FROM BOEING WILL BE HIGHER IN COST AND LATER IN DELIVERY. EARLIEST 707-320C DELIVERY BEING QUOTED BY BOEING IS MID 1978. BOEING'S CURRENT PRODUCTION OF 707-320C AIRCRAFT IS LIMITED AND ALL ARE CUSTOMER-COMMITTED UNTIL THAT TIME PERIOD.

"AS AN ALTERNATIVE THE COMPANY HAS LOCATED A 707-320C DELIVERED IN 1975 WHICH HAS A TOTAL OF 530 HOURS FLIGHT TIME. THIS AIRCRAFT HAS BEEN USED AS AN EXECUTIVE SUPPORT AIRCRAFT AND IS IN LIKE NEW CONDITION. COST OF THIS AIRCRAFT WOULD BE LESS THAN A NEW PRODUCTION DELIVERED AIRCRAFT AND IS AVAILABLE IMMEDIATELY SUBJECT TO PRIOR SALES. AIRCRAFT IS CONFIGURED IN ACCORDANCE WITH LATEST BOEING NEW AIRCRAFT PRODUCTION SPECIFICATIONS.

"COMPANY TEAM WILL HAND CARRY TECHNICAL DETAILS AND QUOTATIONS FOR BOTH NEW AND LOW TOTAL TIME 707-320C AIRCRAFT AT TIME OF 5 SEPTEMBER VISIT. TEAM WILL BE PREPARED TO DISCUSS ALL ASPECTS RELATED TO USE OF EITHER OF THESE AIRCRAFT TO SATISFY YOUR STATED REQUIREMENT.

"IN ADDITION TO TECHNICAL INFORMATION RELATED TO AIRCRAFT CONFIGURATION AND GROUND SPECIAL COMMUNICATIONS SYSTEM, COMPANY TEAM WILL HAVE ALTERNATIVE AIRCRAFT INTERIOR FLOOR PLANS AND DECOR MATERIAL SAMPLES. THE COMPANY TEAM WILL BE PREPARED TO RESTRUCTURE AND DETAIL AIRCRAFT OR COMMUNICATIONS SYSTEM TO SATISFY YOUR DESIRES AND NEEDS.

"COMPANY REPRESENTATIVES WILL BE DONALD L. WERBECK OR HAROLD K. SOHNER, LLOYD O. LATTI, JR. AND WILLIAM E. PIERRARD AND WILL ARRIVE 5 SEPTEMBER ON PAN AMERICAN 66. IT IS ANTICIPATED VISIT WILL BE AT LEAST 10 DAYS IN DURATION DEPENDING ON LEVEL OF DETAIL YOUR REPRESENTATIVES DESIRE TO DISCUSS."

2. FYI. ABOVE RESPONSE IS BELIEVED TO CONVEY COMPANY WILLINGNESS TO RESPOND TO CUSTOMER'S COMMENTS AND TO OUTLINE DETAILS TO BE DISCUSSED DURING PROPOSED 5 SEPTEMBER ON-SITE VISIT. IT IS BELIEVED ESSENTIAL THAT FACE-TO-FACE

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DISCUSSIONS BETWEEN COMPANY AND CUSTOMER REPRESENTATIVES TAKE PLACE AT EARLIEST POSSIBLE DATE. PROPOSAL AND QUOTATION FURNISHED CUSTOMER CAN BE RESTRUCTURED BY ON-SITE COMPANY REPRESENTATIVES TO SATISFY CUSTOMER'S REQUIREMENTS WHICH WERE STILL NEBULOUS AT TIME OF APRIL VISIT TO SITE. ANY SUPPORT EMBASSY REPRESENTATIVES CAN OFFER IN ENCOURAGING CUSTOMER TO ARRANGE PROPOSED 5 SEPTEMBER VISIT WILL BE APPRECIATED. END FYI.

3. COLLINS REQUESTS CONFIRMATION THAT EMBASSY WILL MAKE
HOTEL RESERVATIONS FOR COMPANY REPRESENTATIVES AND ARRANGE
ASSISTANCE THROUGH AIRPORT FORMALITIES ON ARRIVAL. ROBINSON

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